

Title: **ADB BUSINESS OPPORTUNITIES,
ADVANCE ACTION ON PROCUREMENT
AND RECRUITMENT OF CONSULTANTS
NOVEMBER 2004**

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2. This report from the US Commercial Service Liaison Office to the Asian Development Bank (CSADB) in Manila augments the series of regular monthly reports, which give U.S. exporters advance notice of Asian government tenders. Here, the focus is on the national procurement initiated in advance of anticipated ADB financing of consulting services for Azerbaijan, China, India and Vietnam.

3. Firms who are interested to bid on the following projects may directly send their expression of interest (EOI) to the executing agency listed on the procurement notice. Firms may also send a notification copy of their EOI to the U.S. mailing address for the U.S. Commercial Service Liaison Office to the ADB, Attention: Frank Foster, Senior Commercial Officer, PSC 500 Box 33, FPO AP 96515-1000, or to the same office at its international mailing address: 25th Floor Ayala Life-FGU Center, 6811 Ayala Avenue, Makati City, Metro Manila, Philippines 1226; Phone: (63-2) 887-1345; Fax: (63-2) 887-1164; E-mail: manila.adb.office.box @mail.doc.gov. Information about these Advance Action alerts are likewise available at our office's website at <http://www.buyusa.gov/adb>. This office works closely with the Office of the U.S. Executive Director to the ADB to increase American awareness of, and participation in, the ADB's activities.

4. The following advance procurement notice will be listed for the first time in the November 2004 issue of the Asian Development Bank's (ADB) Business Opportunities (ADBBO). (Note: The ADBBO is also available on the ADB's website <http://www.adb.org>).

5. For more information or assistance on these projects, please contact the office of the U.S. Commercial Service Liaison Office to the ADB, Attention: Frank Foster, Senior Commercial Officer, Tel.: (63-2) 887-1345; Fax: (63-2) 887-1164; E-mail: manila.adb.office.box@mail.doc.gov.

**ADVANCE ACTION ON PROCUREMENT, RECRUITMENT OF
CONSULTANTS AND RETROACTIVE FINANCING, NOVEMBER 2004**

A. AZERBAIJAN

Title of Proposed Project: **Institutional Strengthening of the Water Supply
and Sanitation Sector in Secondary Towns**

Name and Address of Executing Agency:

AzerSu JSC
State Committee for Construction and Architecture of
Nakhchivan Autonomous Republic
Address: 67, Tbilisi av., Baku, 370112, Azerbaijan
Tel No. (99-412) 300-131

Brief Description of Project:

The Water Supply and Sanitation (WSS) sector in Azerbaijan is characterized by institutional weaknesses, inefficient operations, outdated and dilapidated physical infrastructure, and severe financial constraints. As a result, consumers receive poor quality and low levels of WSS services. To improve the quality, reliability, and sustainability of WSS services in the towns of Agdash, Goychay, and Nakhchivan, ADB will provide a loan for the Urban Water Supply and Sanitation Project. In addition to physical infrastructure construction and rehabilitation, the Project will establish new water utilities in the project towns and create in them operational and managerial capacity by engaging the services of an experienced international operator on the basis of a performance-based management contract (MC). The Project will pilot test approaches for the WSS sector as a basis for sector-wide reforms in the country's secondary towns. The objective of this technical assistance (TA) associated with the loan is to help the Government to develop a cohesive policy for the operation and management of WSS services in the secondary towns, and to establish the JSCs within the context of effective legal, regulatory, administrative and institutional frameworks. The TA scope will include providing advice, guidance and assistance to the Government on establishment of JSCs, development of their corporate structures based on the principles of good corporate governance, and training of the JSC Board members and staff; the legal and institutional framework, human resources management strategy, and financial and accounting measures for the closure and liquidation of the existing SuKanals; appropriate transaction advisory services for MC to be engaged to run the JSCs in the early years, including measurable performance criteria and an incentives-based remuneration structure; development of project management procedures, and assistance to the PMUs on project implementation issues; and support to public awareness and education campaign on WSS tariffs increases and water conservation.

Brief Description of Consultant Services:

An international consulting firm in association with domestic consultants will be engaged in accordance with ADB's Guidelines on the Use of Consultants by the ADB and Its Borrowers, and other arrangements satisfactory to ADB for selection of domestic

consultants. The Quality-based Selection (QBS) method will be used for recruitment of the consulting firm due to the multi-disciplinary nature and complexity of the required tasks, and alternative methods and mix of expert skills for carrying out the TA. It is preliminary estimated that the international expertise could include institutional development specialist with experience in corporatization of (WSS) utilities, their commercialization, and legal issues; transaction advisor for design and recruitment of MC; project management specialist; and legal support. The domestic expertise may include legal expert with background and experience in Azerbaijan corporate law, restructuring of state-owned enterprises, corporatization, and regulation; institutional expert with broad experience in WSS sector; project implementation specialist; social expert with experience in restructuring of state utilities; and financial and other expertise as required. Advance action for recruitment of consultants is approved by ADB Management.

Date of Advance Action Approval: 1 July 2004

In-country US Embassy

Commercial Officer : Robert Burgess
Economic/Commercial Officer
U.S. Embassy Baku
Tel.: (994-12) 980-335 ext. 4338
Fax: (994-12) 986-117

B. CHINA

B.1: Title of Proposed Project: Liaoning Environmental Improvement Project

Name and Address of Executing Agency:

Mr. Wang Xiaobai
Government of Liaoning Province
Project Management Office
No. 13, Shisiwellu Road, Heping District
Shenyang City, 110003 PRC
Tel. No. 86-24-23244872
Fax No. 86-24-23851576

Brief Description of Project:

The proposed Project will establish commercially viable CMB/CMM development and utilization to reduce GHG emissions and improve coal mine safety; improve city gas distribution systems to reduce distribution line losses and coal and other fossil fuel consumption, replace existing small, inefficient and polluting coal-fired boilers with more efficient and environmentally compatible central heating supplies, and implement institutional reforms and corporate governance improvement.

Brief Description of Goods and Works to be Procured:

Advance action has been approved for procurement of civil works and equipment with retroactive financing of up to \$7.3 million. All procurement of goods and related services to be financed under ADB loan will be carried out in accordance with ADB's Guidelines for Procurement. Civil works contracts will be awarded on the basis of the government procedures acceptable to ADB. The Project includes: Part A: CBM/CMM Development Component; Part B: Gas Distribution Component; Part C: City Central Heating Supply Component; and Part D: Institutional Reforms and Corporate Governance Improvement Component.

Date of Advance Action Approval: 6 October 2004

In-country US Embassy**Commercial Officer:**

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Ira Kasoff
Principal Commercial Officer
US Commercial Service, Shanghai
Tel. No. (86-21) 6279-7630
Email: Ira.Kasoff@mail.doc.gov

B.2: Title of Proposed Project: Sanjiang Plain Wetlands Protection Project**Name and Address of Executing Agency:**

Contact : Mr. Yang An, Deputy Chief
Fax. No. : 0086-451-82631458
E-mail : yangan30@tom.com
Tel. No. : (86-451) 8262-9329
Address : No. 202 Zhongshan Road, Harbin, China

Brief Description of Project:

To protect these ecosystems while supporting the sustainable development of the area, the Project adopts a holistic model framework of watershed management. Four key

changes threaten environmentally sustainable development in the Sanjiang Plain: (i) hydrology changes and desiccation, (ii) conversion to farmland, (iii) inappropriate resource use in the wetland, and (iv) limited technical and management capacity of Nature Reserve staff. The Project will have four components to deal with these key threats. Component 1 (Watershed Management) will remove threats from wetland desiccation by increasing forest cover and improving water resource planning and management. Component 2 (Wetland Nature Reserve Management) will remove threats and reversing trends from past wetland conversion and degradation of habitat quality by converting farmland to wetlands and enhancing wildlife recovery. Component 3 (Alternative Livelihoods) aims at diversifying the income sources of poor farm households who are dependent on forest and wetland cultivation, thus reducing the threats from inappropriate land and resource use of nature reserves (NRs), by creating sustainable income-earning opportunities for farmers through inter-cropping, non-timber forest production, sustainable resource use in wetlands, and eco-tourism.

Component 4 (Education and Capacity Building) will remove threats from the limited capacity of NR staff through conservation education, training, and ecotourism awareness programs. The project management component will carry out overall implementation, administration, and monitoring

Brief Description of Goods and Works to be Procured:

Advance procurement action and retroactive financing for consulting services and procurement contractors will be made to provide assistance to the project management office (PMO) with the implementation of the various project components. Goods will be procured in accordance with ADB's Guidelines for Procurement and is expected to begin by March 2005. Services of international consultants (international consulting firms in association with domestic firms) will be provided through the selection of consulting firms for (a) implementation support of project components, and (b) project management support, separately. Recruitment will follow the full technical proposals (and financial proposals) and the use of the Quality-and-Cost-based Selection (QCBS) method in accordance with ADB's Guidelines on the Use of Consultants. The Project will also engage qualified academic/ research institutes for several studies, surveys, short and long-term training programs (domestic and international). Selection and engagement of various training and study tours will be done in accordance with arrangements satisfactory to ADB. A total of about 640 person-months of ADB-financed consulting services is required consisting of 112 person-months of international and 528 person-months of domestic consultants.

Date of Advance Action Approval: 29 June 2004

In-country US Embassy

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C. INDIA

Title of Proposed Project: Chhattisgarh Irrigation Development Project

Name and Address of Executing Agency:

Mr. Serjius Minj, Principal Secretary
Water Resources Department
Government of Chhattisgarh
Mantralaya, D.K.S. Bhavan
RAIPUR - 492 001
Phone – (91-771) 221-1260

Brief Description of Project:

The Project will support the development of irrigated agriculture and water resources in the Indian State of Chhattisgarh through five components: Strengthening the Water Resources Department (WRD) Performance; Participatory Irrigation Management; Rehabilitation and Upgrading of Irrigation Infrastructure; Agricultural Support Services; and Strengthening of Integrated Water Resources Management (IWRM). The Project will include civil works, institutional strengthening and reform, and capacity development.

Brief Description of Works, Goods, and Consultant Services:

To minimize start up delays, advance action for the recruitment of consultants will be made. The advance action will cover preparing of the shortlist of consultants; inviting the short-listed consultants to submit technical proposals when needed; and evaluation of proposals and CVs. Consultants will not be invited for contract negotiations until the loan is effective. Consulting services will total 865 person-months with 204 international and 661 person-months domestic (subject to adjustment) that will be divided into four primary consulting packages. The first package will need services of international and domestic project management specialists. The second package will require expertise in the areas of capacity development; participatory irrigation management; irrigation operations,

maintenance and on farm water management; information education and awareness; and irrigate agriculture support service and farm extension. The third package will require expertise in irrigation system design and project management; geotechnical evaluation; hydrology; economics; environment; monitoring and evaluation; and management information. The fourth package will require expertise in IWRM institutions; basin and water resources management planning; water law; water data management; and water sector specialization. The ADB and the Executing agency will engage international and domestic consultants as firm, a consortium of firms, or individuals in accordance with procedures acceptable to ADB. Where applicable, quality and cost-based selection method will be used. Full and simplified technical proposals will be used to selecting consulting firms.

Date of Advance Action Approval: 20 August 2004

In-country US Embassy

Commercial Officer : John Peters
Minister for Commercial Affairs
US Commercial Service New Delhi
Tel.: (91-11) 2331-6841/49

D. VIETNAM

Title of Proposed Project: Second Lower Secondary Education Development

Name and Address of Executing Agency:

Ministry of Education and Training (MOET)
Hanoi
Contact Person: Dr. Tran Dinh Chau, Project Director
Facsimile No.: (844) 868-2769

Brief Description of Project:

The Project, as a follow-up endeavor to the ongoing Lower Secondary Education Development Project, will continue to assist the Government in improving the lower secondary education quality, efficiency, access and equity, and management capacity, and achieve its goal of universalizing quality lower secondary education by 2010.

The Project will have three components: improving the quality and efficiency of lower secondary education; promoting access and equity in disadvantaged areas; and strengthening management capacity of lower secondary education under the system of decentralization. While all provinces will be involved under components 1 and 3, 28 priority provinces will be the focus of component 3. These are Vinh Phuc in the Red River delta, Bac Can, Cao Bang, Ha Giang, Lao Cai, Lang Son, Phu Tho, Tuyen Quang, and Yen Bai in the northeast; Dien Bien, Hoa Binh, Lai Chau, and Son La in the northwest; Ha Tinh and Nghe An in the north central coast; Binh Dinh, Phu Yen, and Quang Nam in the

south central coast; Dak Lak, Dak Nong, Gia and Tay Ninh in the South; and Tra Vinh in the Mekong River delta

Brief Description of Works, Goods, and Consultant Services:

Advance action has been approved for procurement of civil works and equipment. Civil works will consist of construction and replacement of school classrooms and facilities spread over lower secondary schools in 28 provinces and will be awarded on the basis of local competitive bidding (LCB) following government procedures acceptable to ADB. Equipment for 64 key schools and newly-built schools will be procured using international competitive bidding (ICB) procedures. Other supply contracts will be awarded using international shopping (IS) and direct purchase (DP). All procurement to be financed under ADB loan will be carried out in accordance with ADB's Guidelines for Procurement. A total of 40 person-months of international and 450 person-months of domestic consultancy will be required from a firm using Quality- and Cost-based Selection (QCBS) method in accordance with ADB's Guidelines on the Use of Consultants and other arrangements satisfactory to ADB for engaging domestic consultants. International consulting services will introduce active learning-teaching methods, student assessment methods, and ICT in schools (Component 1); and management and planning, monitoring and evaluation, and school mapping (Component 3).

Domestic consultants will be needed in active learning-teaching methods, student assessment methods, education equipment, and the use of ICT (Component 1); construction engineering and supervision (including resettlement aspects), and gender and ethnic minority education (Component 2); and management and planning monitoring and evaluation, school mapping, and finance and procurement (Component 3).

Date of Advance Action Approval: 24 March 2004

In-country US Embassy

Commercial Officer : Miguel Pardo de Zela
Senior Commercial Officer
US Commercial Service Hanoi
Tel.: (84-4) 831-4650 ext. 116